

# Thomas Flood

## Senior Sales Executive

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*Aug 2011 -* **Echo Global Logistics**

*present* Senior Sales Executive

As a Senior Sales Executive, I am responsible for developing new business opportunities and selling our most complex enterprise solutions to mid-large customer segment.

Identified and generated new sales opportunities through analysis and discovery, understanding key decision makers and determining the appropriate approach for each.

Partnered with internal team to create a solution based on customer needs, including appropriate pricing strategy, solution implementation and future customer growth potential.

Participated in face-to-face meetings to present proposals, offer solutions, and close business.

Collaborated with internal account management team through customer implementation.

Reviewed sales activities and prospective customers with management.

Designed and pursued a personal development plan in collaboration with management.

## Skills

### Communication

*Strong communication and interpersonal skills with a keen ability to see the long term strategic vision, while staying abreast of business details and deadlines.*

### Passion

*Recognized for strong business acumen, consistent success, and exceeding goals.*

## Accolades

*#1 rep in training class of 30*

*2015 Q4 Sales Rep of the Quarter*

*2006-2010* **University of Iowa**

Bachelor in Entrepreneurial Management

## Interests

Skiing

Hiking

Live music